



FAIRFAX COUNTY

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT
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V I R G I N I A

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APR 07 2003

Amendment No. 5

SUBJECT: Furniture, Systems, Freestanding Furniture, Seating, Filing Equipment, and Related Services

CONTRACTOR

Steelcase, Inc.
901 44th Street, S.E.
Grand Rapids, MI 49508

VENDOR CODE

B380819050 01

CONTRACT NO.

RQ01-411313-16E

Contract RQ01-411313-16E is amended to reflect a revised pricing schedule, **Attachment A** with increases and additions. (Ref. Steelcase's letter dated March 10, 2003)

All other terms and conditions remain the same.

Cathy A. Muse, CPPO
Director/County Purchasing Agent

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DISTRIBUTION:

Office of Finance - Accounts Payable
DPSM - Systems Administration Section
Control Copy
DPWES/FMD - Bill Robinson
US Communities
2175 North California Blvd.
Suite 550
Walnut Creek, CA 94596
Attn: Steve Hamill

Contractor(s)
Contract Administrator
DPSM - Mable McCarthy
NACo-FSC
440 First St., N.W.
Washington, D.C. 20001-2080
Attn: Steve Swendiman

Attachment A

Pricing Schedule (DPSM35)
Revised, Effective 3/17/2003

Manufacturers		Percentage Discount for Manufacturer's Price List by dollar volume	
Steelcase Inc. Steelcase Steel Price And Product Manual	0 - \$249,999	<u>57</u>	%
	\$250,000 - \$1,000,000	Negotiate	
	\$1,000,000 +	Negotiate	
	Quickship	<u>54</u>	%
If there is a different discount for any other series of furniture for the manufacturer listed above, please list the name of the different series and the discount that applies if different.			
<u>Steelcase Wood Price & Product Manual and</u>		0 - \$249,000	<u>50.5</u> %
<u>Vecta Werndl (not available through Quickship)</u>		\$250,000 - \$1,000,000	Negotiate
		\$1,000,000 +	Negotiate
		Quickship	<u>47.5</u> %
<u>Steelcase Leap and Cachet,</u>		0 - \$249,000	<u>49</u> %
<u>Metro, Details, Brayton and BraytonSpaces,</u>		\$250,000 - \$1,000,000	Negotiate
<u>Balance of Vecta and Wilkhahn</u>		\$1,000,000 +	Negotiate
		Quickship	<u>46</u> %
<u>Turnstone Price and Product Manual</u>		0 - \$249,000	<u>57</u> %
		\$250,000 - \$1,000,000	Negotiate
		\$1,000,000 +	Negotiate
		Quickship	<u>53</u> %
<u>Polyvision Static Visual Products</u>		0 - \$249,000	<u>45</u> %
<u>(markerboards and tackboards)</u>		\$250,000 - \$1,000,000	Negotiate
note: Polyvision freight terms are		\$1,000,000 +	Negotiate
FOB Factory		Quickship	<u>n/a</u> %
<u>List of Exceptions:</u> All new products,		0 - \$249,000	Negotiate
Activity Products, Turnstone Kick, Service Parts,		\$250,000 - \$1,000,000	Negotiate
		Quickship	Negotiate
Details: Incognito and Special Products,		\$1,000,000 +	Negotiate
Pathways products(except Universal Worksurfaces)		Quickship	Negotiate
Brayton/Braytonspaces: Austin Collection,			
Master's Collection, Special Products			
Vecta: Wilkhahn imported products; Confair (except folding tables), Kendo, Linus, Nuvola, Picto, Sito,			
Versal, Cana, Cubis, 630 Range Table, Thema, and Timetable.			
Steelcase Architectural and Technology Products (I-line, Architectural Power and Underscore raised			
flooring)			
Balance of Polyvision Products			
Note: The above discounts are based on drop-shipped delivery. Installation is available from participating dealers for no more than 4% of list price subject to terms noted in Attachment A page 2.*			
Standard Delivery Time			
Indicate standard delivery time for initial purchase		Indicate standard delivery time for orders	
6-8 weeks standard/12 days quickship		subsequent to initial purchase same	
Reconfiguration Costs – Charge for reconfiguring manufacturer's furniture purchased and installed. Express in dollars per hour charge			\$ <u>N.A.</u> /hr per Addendum 4

Design Services – Charge for design services. Express in dollars Per hour charge	\$ <u>N.A.</u> /hr
Rebate for \$10 million or more in annual purchases	<u>1</u> %

Attachment A Page 2

*When installation is made by a Steelcase dealer through this contract, the following general provisions shall apply:

A. Labor Charges

Installation will be performed by an authorized Steelcase dealer and is based on delivery during normal working hours within the authorized Steelcase dealer's standard service area. Additional labor charges may result from the following, and shall be confirmed to Customer in advance:

- Work performed outside of the normal working hours at Customer's request.
- Delivery and Installation outside the standard service area.
- Furniture lighting, HVAC, cabling, wiring, prewired panels, power hook-up and various electrical works.
- Work disruptions due to other trades, unions or subcontractors.

B. Condition of Job Site

The job site shall be clean and free of debris prior to installation. Adequate facilities for parking, offloading, staging, moving, and handling of merchandise shall be provided without charge by Customer.

C. Job Site Service

Electric current, heat, hoisting and/or elevator service, and containers for the disposal of packing materials will be furnished without charge by Customer.

D. Special Packaging or Handling

If special packaging or handling is required, it may be subject to additional charges.

E. Storage Space

When the Product arrives at the designated site, safe and adequate storage space will be provided by Customer if immediate installation cannot be accomplished. If the space provided is inadequate, requiring excessive sorting or movement, a charge may be applied based upon agreement between Customer and Dealer.

F. Assembly

Dealer's ability to assemble products shipped knocked down or to attach, affix, or bolt in place movable products is sometimes dependent on union jurisdictional agreements. If trade regulations in force at the time of installation require the use of tradesmen at the site other than Dealer's own installation personnel, all resulting additional charges (e.g., the differential between union's hourly rate and dealer's hourly rate) will be paid by Customer.